

A8140-1

PAPER MERCHANT SALES REPORT

May, 1990

(by NPTA Region)	Sales per Selling Day May, 1990 Compared to May, 1989	Sales per Selling Day May, 1990 Compared to April, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of May 1989 1990		Calendar Day Cost of ending May Inventory 1989 1990	
INDUSTRIAL							
1	+ 8.5	+ 0.8	+ 4.3	38	40	58	57
2	+ 1.1	+ 7.6	+ 3.9	36	38	56	60
3	- 10.5	+ 4.5	- 3.4	39	38	59	59
4	- 3.8	- 8.9	- 3.0	38	38	63	51
5	+ 8.5	+ 1.6	+ 7.0	32	34	60	55
6	- 8.6	- 5.5	- 4.3	44	41	70	71
7	+ 3.2	+ 8.6	+ 1.0	32	34	45	58
8	+ 5.3	+11.8	+ 1.3	36	36	53	54
9	- 1.3	- 6.0	+ 5.1	41	36	56	49
NY	+ 3.0	- 1.9	+ 8.4	48	47	**	**
CHICAGO	- 3.3	+ 2.2	- 6.5	39	38	71	65
LA	+ 4.3	+ 4.5	+ 4.4	43	44	62	55
US	- 0.8	+ 1.7	+ 0.6	38	38	57	57
PRINTING							
1	- 2.6	- 8.7	- 1.5	44	43	49	47
2	- 4.1	- 3.7	- 2.3	41	44	68	56
3	- 5.3	- 3.3	- 1.9	38	40	83	75
4	+12.0	- 5.9	+ 6.3	41	43	67	63
5	+ 4.2	- 4.5	+ 4.4	39	35	67	69
6	+ 6.9	- 5.1	+ 1.7	39	41	77	73
7	- 3.5	+ 0.5	- 1.9	36	37	67	62
8	+ 5.7	- 2.6	+ 5.0	37	38	72	68
9	+ 8.0	- 0.5	+ 4.0	39	37	54	58
NY	- 6.1	-17.9	+ 0.2	42	40	52	61
CHICAGO	+ 4.4	+ 2.1	+ 1.9	39	42	78	63
LA	+ 7.6	+ 1.3	+ 5.6	39	39	84	81
US	+ 1.4	- 5.0	+1.5	40	40	71	66

MAY'S SALES CHANGES. Industrial goods decreased from last year for the second month, but the industrial Producer Price Increase numbers also show virtually no change. This continues the industrial pattern of changes close to the Producer Price Index. Region 1 again had the highest monthly increase, and New York the highest year-to-date. Region 3 had the greatest monthly decrease, Chicago the greatest year-to-date. PRINTING sales increases for April continue barely positive, are accompanied by a Producer Price Index decrease of over 2%.

DAYS OUTSTANDING for May are virtually unchanged from 1989 and April. **INVENTORY DAYS** at the May's end show little change from last year for Industrial goods (April days were also 57). Printing goods show a drop from 1989, but 1989's numbers, which reflected a tight supply situation (April days were 67). Our sales report computer program has been updated to provide current inventory days. We have no space to put April's inventory days, but the regional numbers showed no dramatic changes.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT

2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)

3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)

4: KY, OH, MI, & WV

5: CO, IA, KS, MN, MT, NE, ND, SD, & WY

6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)

7: AR, LA, MS, OK, & TX (& W. Tenn)

8: IL, IN, MO, & WI (Exc. Chicago Metro)

9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union

Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county

LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.